

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OIM/LAD/TKBREWER/242

APPROVED BY EB/OCA/REP/LAKLIEFORTH

COM/BIC/OIM/LAD/BJCAHILL, RMD

COM/BIC/OIM/GCLAUSEN, AD/EM

COM/BIC/OIM/MRD/NBASSETT

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R 202215Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

UNCLAS STATE 063657

E.O. 11652: N/A

TAGS: BBSR, VE

SUBJECT: MARKET RESEARCH

REF: (A) CARACAS 2214 (B) STATE 007401 (C) CARACAS 12319

(D) STATE A-4287, 5/20/74 (E) USDOC 9264

1. COMMERCE HAS REVIEWED SUPPLEMENTARY INFORMATION PROVIDED BY HABCO JANUARY 1 IN RESPONSE TO REF B. AS POST UNDOUBTEDLY AWARE, SUPPLEMENT PROVIDED LITTLE USEFUL ADDITIONAL MATERIAL. WHILE WE APPRECIATE EFFORTS OF CONTRACTOR IN CONDUCTING ADDITIONAL INTERVIEWS FOR SUPPLEMENT, THE INTERVIEWS APPEAR TO HAVE GENERATED LITTLE NEW DATA. THERE IS, OF COURSE, STILL NO INFORMATION ON GOVERNMENT DEVELOPMENT PLANS. THE CONTRACTOR ALSO DID NOT COMPLETE THE FOUR MISSING SECTIONS OF THE MARKET RESEARCH DATA (REF D, ENC. 1, P. 10).

2. WHILE WE APPRECIATE DIFFICULTIES IN CONDUCTING MARKET RESEARCH IN VENEZUELA, SUBJECT STUDY SHOULD NOT HAVE OFFERED THE SAME DIFFICULTIES AS WERE EXPERIENCED IN GMR: AIR AND WATER PURIFICATION AND POLLUTION EQUIPMENT. THUS, FAILURE IN RESEARCH PERFORMANCE WOULD SEEM TO REFLECT HEAVILY ON COMPANY COMPETENCE AND ABILITY TO PERFORM UNDER DIFFICULT CIRCUMSTANCES.

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3. IN VIEW OF ABOVE, COMMERCE DOES NOT FEEL THAT HABCO
EFFORTS MERIT FULL PAYMENT AT FIXED PRICE OF BOLIVARES

SEVENTEEN THOUSAND ONE HUNDRED AND TWENTY (17,120) OR
APPROXIMATELY FOUR THOUSAND (DOL 4,000) AS AGREED IN REF E.
REGRETFULLY REQUEST POST PROCEED WITH TERMINATION OF
CONTRACT AT NO MORE THAN SEVENTY-FIVE (75) PERCENT OF FULL
CONTRACT VALUE. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE063657
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OIM/LAD/TKBREW/242
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750098-0947
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750330/aaaabbgj.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 CARACAS 2214, 75 STATE 007401, 75 CARACAS 12319
Review Action: RELEASED, APPROVED
Review Authority: woolflhd
Review Comment: n/a
Review Content Flags:
Review Date: 27 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 JUN 2003 by JonesKG>; APPROVED <05 JAN 2004 by woolflhd>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MARKET RESEARCH
TAGS: BBSR, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006